GRANADA THEATER



Business Plan | December 2009

Executive Summary

Save the Granada is a non-profit 501c(3) organization that's goal is to re-open the Granada Theater in downtown Morgan Hill and transform it to a multi-purpose creative arts center focused on live performances and classic films. The Granada will also serve as home to film festivals. We intend to lure the Poppy Jasper Film Festival back to the Granada and host an annual Animation Film Festival while organizing additional festivals for future years.

In addition to publicly committed funds from the City of Morgan Hill to cover the cost of renovations in order to make the Granada safe and operable, we are seeking additional funding to cover initial start-up costs, rent and related expenses, equipment, and cash to handle the first few months of operating expenses. Save the Granada has begun fundraising to augment the initial start-up costs the City of Morgan Hill has estimated and publicly committed for renovations. Our first fundraiser took place at Taste of Morgan Hill. We are currently planning more fundraising events for 4Q 2009 and 1Q 2010. Ongoing expenses will be covered by operating revenues including ticket sales, concession sales, as well as donations.

We have already formed several strategic alliances with various organizations and businesses that will help or have helped to make the Granada a success. During the first year of the Granada, our business goals are in four main categories:

- 1. Opening the space successfully; creating a clean, comfortable and safe environment.
- 2. Becoming self sufficient, creating earned revenue stream to cover all operating expenses.
- 3. Connecting to all sectors of Morgan Hill and surrounding communities via connection to local non-profit organizations in the community to assist in meeting their fundraising goals.
- 4. Establishing the Granada as a downtown anchor, bringing people to downtown Morgan Hill to support downtown businesses.

Save the Granada's mission is to connect Morgan Hill. All of the events housed in the Granada, including cinema, live comedy, live theater, speaking engagements and concerts will serve this end. The Granada will connect Morgan Hill by providing an alternative to the commercial film experience, promoting the performing arts, and promoting downtown Morgan Hill as a destination for arts and entertainment. The Granada will also connect Morgan Hill by connecting to all segments of our community and surrounding communities via frequent fund raising events held on behalf of local non-profit organizations.

The Granada will provide a uniquely Morgan Hill experience tailored to our community. We are a small town and plan to embrace what that means for our community from a programming perspective. We intend to have a wide array of entertainment options housed at the Granada so there is something for everyone, though always tasteful and family friendly. Planned creative programming includes Battle of the High School Jazz Bands, 50's Date Night, the Granada Kid's Club (events tailored to children), Independent Film Festival Weekend, and more. Downtown business have expressed an interest in cross promotional activities including discounted meals and event tickets, themed evenings (like 50's night for multiple downtown businesses) and business driven programming like Battle of the Bands sponsored by The Music Tree. The Granada will be a uniquely Morgan Hill venue--for Morgan Hill by Morgan Hill.

The Granada will appeal to a wide array of people. People with an appreciation for the arts including live music, cinema and theater will find the Granada a hub for entertainment and the arts in Morgan Hill. People looking for more entertainment options in the South Valley will find the Granada to be an attractive option. Our research shows many South Valley residents, including South San Jose, San Martin and Gilroy, are eager for options that would allow them to have a night on the town without having to drive all the way to San Jose. Families, seniors and young people will all find events tailored to their tastes due to our broad programming plan. People who have a vested interest in a local non-profit, be it a school, youth sports team, church, day care, senior center, etc. will find events customized to their group's interests and that will help raise money for the causes they care about.

Management

The Granada will be run by a Director and Board of Directors. We are also assembling an advisory board. Upon the Grand Re-opening of the Granada, we will expand the team to include an Operations Manager.

Board of Directors

Founder and Chairman, Pamala Meador is a Realtor in Morgan Hill, specializing in the South County. #1 Intero Agent for the Morgan Hill office 2008 and in the top 5% of gross commissions earned company-wide for 2008. She also is founder and VP Business Development for Duovu Interactive, which delivers virtual selling tools for homes, hotels, automobiles and collectables over the internet. Pamala holds a BA in Sculpture from San Jose State University and has significant connections to the arts community. Her arts related experience includes Art Director for KTEH, Founder and VP of Artinsider.com, and Gallery Manager for Warner Brothers Studios. Pamala is a 4th generation Morgan Hill native.

Co-founder and President, Stephen Beard is currently Vice President, Supply Chain Solutions for NAL Worldwide, a 3rd party logistics company based out of Addison, IL. Over his 20 year career, Stephen has previously held both Sales and Operations Management positions with Kuehne + Nagel and UPS where he has managed budgets in excess of \$40 million annually and had upwards of 200 direct and indirect reports. Stephen holds a degree in Business Administration from Golden Gate University and an MBA from Santa Clara University in Marketing and Operations Management. At SCU, Stephen earned Beta Gamma Sigma honors, recognizing him as being in the top 5% of MBA students nationally. Stephen has been a Morgan Hill resident since 2003.

Director, David Hardy, has a wealth of experience in the entertainment industry. A graduate of College of Marin and Northern California native, David has experience in live theater, live music promotion and film. He was a sales executive with Lucas Film spinoff PMI, Ltd., where he sold THX cinema consulting to theaters and sound studios. He has worked in the Theater Department at Cal Poly, and has a wealth of experience as a sound technician and booking agent for thousands of live musicians including Carlos Santana, Sammy Hagar, Jerry Garcia, Phish, Walfredo Reyes (drummer who has played with Steve Windwood, Carlos Santana and Gloria Estefan) and Roy Rogers, and Bob Weir to name a few.

Advisory Board

Advisor, Jody Kryzak, holds a Bachelor's of Science in Theater from Illinois State University and a Masters in Education from DePaul University. Her theater experience includes serving as a board member on the Grove Players Theater in Illinois, Operations Manager for the Chicago Theater, and Assistant Development Director at Ballet Chicago. Jody is a published author and currently a substitute teacher in Morgan Hill School District. Her wealth of experience in theater and education will be invaluable to making The Granada a success.

Advisor, Don Vucinich of Bank of the West brings his strong financial background to the Advisory Board of the Granada Theater. His strengths are his nightclub and live theater experiences coupled with his strong financial background. As an officer at Bank of the West, Don will be able to assist the Granada as it goes through its initial fundraising phase and its on-going operations. His people and numbers skills will be invaluable as we proceed towards its goal of being cash flow positive and sustainable.

In addition to these advisory positions, have applied for membership in the Morgan Hill Community Foundation. We anticipate that the support and advice we will receive from MHCF regarding unique issues that face non-profits will be quite an asset to our organization.

1.1 Objectives

During the first year of the Granada, our business goals are:

- 1. To re-open the Granada including a restoration to its original mixed use design with funds committed by the City of Morgan Hill augmented by in-kind and monetary donations of appropriate partners, individuals and businesses.
- 2. To generate over \$44,000 monthly in earned income by the end of the first year from a combination of ticket sales to various programming, hall leases for live theater events, memberships, retail sales, concessions, outreach, meeting space fees, and additional fundraising.
- 3. To receive at least \$12,000 in the first year from newly developed funding sources such as grants, sponsors and memberships that will come over time depending on deadlines and qualifications.
- 4. To develop and maintain a strong membership base at different levels of donorship.
- 5. To develop an outreach program with local 501c(3) organizations that includes new markets and achieves our ultimate goal bring people downtown Morgan Hill to support a vibrant business community.

1.2 Mission

Save the Granada's mission is to:

- 1. To preserve, celebrate and promote a uniquely Morgan Hill venue.
- 2. Provide an entertainment alternative for the South Valley that brings people to downtown Morgan Hill
- 3. To nurture and promote downtown Morgan Hill as a hub for community life, entertainment and commerce.
- 4. Create a fundraising vehicle for other 501c(3) organizations to fundraise in a uniquely entertaining way.

Organization Summary

The Save the Granada is a non-profit 501c(3) organization under the umbrella of Morgan Hill Community Foundation. The timing is finally right for our mission to re-open the Granada and have a permanent entertainment venue, so our focus will be the development of The Granada as an anchor and magnet to bring people Downtown. The Granada will provide a space for year-round programming and a rentable venue for all of Morgan Hill.

The Granada will not only become a cultural "anchor" for Downtown, but for the City of Morgan Hill. Besides a presentation space unlike any other, we will have a "museum" aspect, concentrating specifically on our local history and a uniquely Morgan Hill experience. An on-line tour of The Granada will be available so that individuals and organizations can see the many uses for the space

We have already formed several strategic alliances with various organizations and businesses that will help make The Granada a success.

The City of Morgan Hill, the Morgan Hill Historical Society and the Downtown Redevelopment Organization , and the Chamber of Commerce are important allies, as a supporters of The Granada and bring cinema and performing arts Downtown they have been supportive and helpful in recognizing the value of this important project.

Schools and non-profits will be a major part of The Granada's programming. We plan to unite the schools and non-profits by preparing programming with them in mind.

2.1 Programming

Programming at The Granada will be a varied collection of types of nights that serve a wide spectrum of local Morgan Hill and visitor contingencies. Weekdays will have more of a cinema focus, as this will be easier programming to schedule and tie in to non-profit fundraising events. However, whenever possible, we will pre-empt cinema events with live events. We will have a regular schedule for themes of entertainment in order to help demographic groups in the community connect with "their" night of programming.

In addition to regular programming, throughout the year The Granada will also be available for local film festivals, as a hub and meeting place for information and activities such as panels, private screenings, and photography exhibitions, as well as a venue for live theater events which we will actively pursue.

Monthly Calendar (not including annual events such as festivals or live events that would pre-empt regular programming) The below schedule is intended to be representative of programming options we will pursue and not an exact schedule of any kind. We will of course respond to the community's feedback and ticket sales to adjust this programming guide to meet the tastes of the community and balance programming to not only provide variety but maximize downtown visitors as well as revenue for the Granada.

Mondays and Tuesdays: Films or special events themed in conjunction with local non-profits like "The Rookie" for the Gilroy High School baseball team, or "Remember the Titans" for Live Oak Football, "The Ten Commandments" for a Morgan Hill Presbyterian Church, "Kicking and Screaming" for Morgan Hill Soccer, and so on. There are literally hundreds of groups in the South Valley looking to put together fundraisers. All of these groups come with built in audiences interested in participating in an event with their group to raise money and socialize. Pee wee football, cheerleading squads, senior centers, churches, youth sports, pet shelters, and so on—we plan to partner with all of them to create their Night at the Granada. We believe that there will be a marketing carryover effect. Many patrons who come to The Granada for a fundraiser will return on a Friday or Saturday to see a play, a concert or attend a film festival. People in the South Valley want to patronize an establishment that supports their community and The Granada will be just such an establishment.

Wednesdays: Oldies night. Classic films will be aired with an emphasis on films that were highly influential like prior Oscar winners. Vintage news reels and cartoon shorts will be shown, as were done in the era. Some trivia regarding the film being show that evening will precede the show.

Thursdays: Independent or foreign films night. Thursday's programming will be set with an eye towards films and events that will appeal to a younger, hipper, more sophisticated audience than Monday-Wednesday nights. For college students who often do not have courses on Fridays, Thursday night is another Friday night. Often this tradition is carried on well into the twenties as is evidenced by bars and restaurants in San Jose having a lot more business on Thursdays that earlier in the week. We feel there is an opportunity to market to this demographic. Indpedent/experimental films from the microcinema movement that you won't find at the Cineplex appeal to a young educated audience. When possible, "Meet the Artists Nights" will be hosted including a chance to meet the directors and discuss their work. Influential foreign films will be also aired, and tend to appeal to the same demographic.

Fridays and Saturdays: Weekends will emphasize live performances augmented by Saturday and Sunday family friendly matinees—typically cinema. We intend to field live concert events 3 weekends a month for two night stands whenever possible, augmented with a comedy night per month and occasional plays. We expect live theater events to predominantly run on Friday-Sundays with Saturday and Sunday matinee opportunities as well. Once per quarter we will pre-empt all other programming for a three day weekend film festival—Friday through Sunday. Once remodeled, we expect The Granada to seat 500 in a single hall. This is a rarity in the South Bay and per our research would make it the only theater of its size in the South Valley. This is a key advantage for booking attractive acts as there simply aren't other options

above 200 seats and below 1,000 in the area. Booking agents struggle to find venues appropriate for second tier shows. David Hardy, Director and Board Member of Save the Granada, recently tried to book Marty Balin's band (founder of Jefferson Airplane) and had to point them to Southern California for lack of suitable venues in the Bay Area. Based on his experience, David is certain that once open, The Granada will be frequently approached by attractive acts looking for a concert venue. We hope to establish The Granada as the center for live concerts in the South Bay. We anticipate that a significant number of attendees of these concerts will come from outside Morgan Hill and for many acts, outside the South Bay. This will be a significant boon to tourism in Morgan Hill.

Sundays: Whenever possible, we will have live theater events or local programming like Battle of the Bands (Music Tree is interested in sponsoring and promoting a monthly Battle of the Bands). Genre will typically be contemporary/rock. This is not to be confused with Battle of the High School Bands, which we also would ideally host on Sundays. For non-profits desiring a weekend slot for their promotion, we would offer Sunday time slots with programming customized to their group. Once per quarter we will preempt all other programming for a three day weekend film festival—Friday through Sunday.

Additional themes for will be considered and promoted like February could be films for lovers, July could be films that celebrate America, etc.

Film Festivals

The Granada was originally the home for the Poppy Jasper Film Festival. With the Granada's renovation, we hope to be able to secure the festival once more. In total, we intend to host 3-4 film festivals a year, roughly one per quarter. Some additional themes we will be working on to bring to the Granada in our first year of operation include:

- We have received interest from the Chuck Jones Center for Creativity on hosting an Animation Film Festival and Art Show once per year.
- We have received a lot of interest from the community in hosting an Independent Film Festival which we believe we could make an annual event.
- We are considering a March Academy Award Film Festival, in advance of the Academy Awards. We could run all Best Picture winners in a 3-day festival including trivia and voting on Morgan Hill's "Best, Best Picture" award.

Our research into other small film festival destinations (like Ashland, Port Townsend and Malibu) shows us that other film festivals draw significantly from outside the area, as much as 20%-33% ¹. Having a quarterly film festival in a renovated Granada Theater will potentially be a major boon to tourism in Morgan Hill.

2.2 Branding

The Granada will be of Morgan Hill, for Morgan Hill, and by Morgan Hill. We will emphasize the local history not only of the theater but also of the community. Old pictures the theater as well as the community will adorn the wall emphasizing the retro chic nature of the site. Promotional tie-ins emphasizing this quality will include 50's sock hop concerts, 50's date night including tie-ins with downtown bars and restaurants (discount for coming in 50's dress, etc.) A 50's themed grand opening complete with spot lights, old classic cars, etc. will be planned. Ushers will be uniformed with a hat and vest over white shirt and black slacks, a nod to the bygone era of grand theaters that The Granada represents. No new movie

¹ http://www.ashlandfilm.org/Page.asp?NavID=209 http://www.ptfilmfest.com/participate/2007_demographics.pdf

house will be able to match the charm and history of The Granada. Going to an event at the Granada will have some of that old-time theater magic feeling that cannot be replicated in any new site.

2.3 Facilities

The Granada Location is at 17440 Monterey Road lies in the heart of the Downtown Service and Redevelopment area. It is one of the last Art Moderne Theaters, completed in 1952. The city of Morgan Hill is redeveloping the block through a partnership of private and public funding sources. The Granada is complete with a full stage. Once The Granada is restored to its original configuration it will be in excess of 500 seat theater, allowing us to book acts not possible in smaller venues like The Morgan Hill Playhouse. The Granada will help change the reputation of downtown Morgan Hill by becoming a major cultural anchor for the historic downtown, and it will bring new light to the area that has been inactive for years. We believe this will add value not only to surrounding business but also support higher traffic and thereby buoy land values and lease rates of surrounding properties.

The Granada will be renovated and restored to its original single theater, multi-purpose design, with approximately 500 fixed seats. Significant renovations will be required to re-open The Granada successfully, which have already been explored by the City of Morgan Hill so will not be exhaustively elaborated here. We will focus on laying out a high level vision for the layout and renovations. The original stage is still in place and only needs the removal of the façade screens and partition running the length of the hall to be operable. A photograph of the original grand opening is below left with The Granada's original owner, Lillian Hillman on the stage. This photo shows very closely the look we intend to restore, which will enable the multi-use nature of the site.





The lower level of seating, close to the stage does not currently include seating (unlike the photo above). We intend for this area to remain open and be used for orchestra pit, café & cabaret seating and other flexible use. The lobby will be restored to its original configuration, with the concession stand on the back wall of the lobby, facing the entrance. The photo above right is representative of a 50's retro chic look we will be shooting for in the renovation of the concession area. This renovation will roughly double the space available for concession sales not only improving the range of food and drinks we can sell but also reducing congestion at large events. The restrooms will need to be renovated and a handicap bathroom installed. Fortunately, there is ample room in the existing restrooms for this purpose. Feasibility of a rear screen projection system will be investigated with an eye on converting the upstairs projection room to other uses such as small meeting room space, café or wine bar, luxury suite, etc. We would still need this area for spotlighting on live performances.

2.4 Concessions

Concession revenues are an important part of making a theater economically viable. Margins on concessions are high and without concession sales, viability of a theater is questionable at best. We intend to have a wide variety of concessions available without focusing on full meal sales. There will be exceptions for special events that may feature a catered meal but this will not be The Granada's daily concession plan to sell hamburgers, hot dogs or other meal items. We will focus on high margin, high volume items. "Classic Concessions" will be available during cinema events including fresh popcorn, sodas and favorite packaged candies. For more adult oriented events like live performances, concerts, independent/foreign film nights, we will serve beer and wine. Any event featuring youth or family programming (children's matinee, Battle of the Bands, etc.) will not include alcohol sales. We intend to make high margin on concessions, but consistent with our ticket pricing structure, we will be below Cineplex pricing. In the case of concessions we will be ~20% below Cineplex pricing for comparable refreshments. We would prefer a high volume of return patrons satisfied with the entertainment value per dollar than premium pricing and lower volume of visitors.

Granada branded merchandise will be offered for sale at concession stands including hats, t-shirts, post cards and buttons. In addition to these retail items, for live concert events, if bands do not have a merchandise person, we will offer to sell CD's, t-shirts, etc at the concession stand for a 15% cut of the gross revenue.

2.5 Start-up Summary

Our Start-up expenses are based on the costs involved with the build-out improvements of the planned space (an historic structure that needs upgrading), and for the marketing and operational expenses needed to get up and running for the first couple months until we get on our feet financially through programming, retail, and services income.

Construction Phase:

The City of Morgan Hill itself is an important ally, as a supporter of The Granada and having pledged over \$300,000 for renovations to temporarily open the theater. With these funds available to fund re-opening the Granada more permanently, the need for private fundraising will be curtailed to more management number. However, it is our belief that committed funds from the City of Morgan Hill will fall short of the full renovation needs as we intend to use the theater. We intend to seek funding for additional renovations and upgrades to help us complete our vision of a vibrant and engaging Granada Theater. Our goal for construction is to create and environment that is clean, safe and comfortable. Any additional upgrades to the building would be accomplished either through start-up fundraising (goal of just over \$60,000) or through capital campaigns started after our first full year of operations through both a Capital Fund Reserve from operations revenues and donations. This will enable us to focus our first year entirely on financial goals of sustainability and independence. Our start-up reserves are based upon 2 months of fixed expenses which should be more than enough to get us through the first year as we anticipate strong revenues in the first month of operations due to special events and publicity the opening will generate.

The City of Morgan Hill owns The Granada location. The City of Morgan Hill is committed to bringing cinema and entertainment to downtown Morgan Hill. It is our position that a renovated existing theater is more financially viable for bringing entertainment downtown today due to the fact that the property is already existing, can offer lower facility rents than a new facility, giving The Granada greater flexibility to keep ticket prices low, booking acts and creating positive cash flow.

Several developers and architectural contacts have expressed interest and support for our vision. We believe based on the feedback we have received that our plan will be viewed as viable and attractive to the developer community at large.

Start-up Expenses			
Legal	\$1,500		
Rent (assumes beneficial rent for first 3 months upon signature of long-term lease)	\$0		
Start-up Office Costs	\$250		
Corporate Image (Stationery, Business cards)	\$250		
Marketing Materials (Brochure/Packaging) Website Start-up	\$300 \$250		
Center wall demolition and removal (not included in City plan)	\$4,000		
Inventory (food, retail)	\$500		
Concessions build out/finishing Lobby art	\$2,500 \$500		
Exteriors (Brick/tile work for Founder's Circle) Locksmith	\$4,000		
	\$200		
Appliances (coffe pot, popcorn maker, etc.)	\$750		
Supply Set-up	\$250		
Computers/Phones/Printers	\$2,000		
New Sound/projection system	\$3,500		
Internet/Telephone Installation	\$350		
Start-up labor/training	\$2,176		
Administration	\$250		
Business License	\$500		
Reserves for 1st months operations	\$36,699.40		
Misc 5% contingency (all but	¢1 201		
reserves) Total Start-up Expenses	\$1,201 \$61,927		
Start-up Assets (estimated as of	Ψ019/2/		
January 2010)	\$1,750		
Cash Required	\$60,177		

2.6 Fundraising Strategy

Save the Granada has begun a preliminary fundraising campaign to provide initial start-up costs for The Granada. Once we have a commitment from the City of Morgan Hill, we anticipate being able to kick our fundraising into a higher gear. To date our biggest hurdle in fundraising is the uncertainty of the venture moving forward. We've broken our fundraising plans into 3 areas:

- 1. **Pre-start-up fundraising:** Fundraising focused on developing seed money, largely for organizational purposes like incorporation costs. We have performed one fundraiser thus far at Taste of Morgan Hill and raised roughly \$350. Our next scheduled fundraisers are:
 - a. **Save the Granada Christmas party:** Based on past experience with similar events, we expect to be able to raise \$750.
 - b. **Chuck Jones Art Auction:** We have received 2 pieces of original art from the Chuck Jones Center for Creativity. We will auction these off and expect to be able to raise \$600.
 - c. **Save the Granada Concert:** We are in the planning phases for a 1Q 2010 benefit concert which we expect to be able to raise \$1000.
 - d. Alcatraz Fundraiser: We have received a donation of a behind the scenes tour of Alcatraz Island for 8 including access to off-limits areas, not normally open to the public. This exclusive private tour will be hosted by a National Parks Service docent. We will likely wait until the weather warms up in April or May. We expect to be able to raise \$400 from this event.
- **2. Start-up Fundraising:** Fundraising focused on generating capital for renovations of The Granada and establishing a cash reserve fund. This will be broken into 2 campaigns:
 - a. **The Founding Circle:** The Founding Circle campaign will focus on donations from companies and individuals. Marketing will be centered on South Valley businesses and individuals. Excerpts from marketing collateral is below:
 - i. **Red Carpet Premier:** \$5,000 This elite level of sponsorship will only be available to 2 sponsors. Red Carpet Premier sponsors will receive a customized bronze plaque roughly 3 ft by 2 ft over the entry/exit doors. Personal name, company name or other personalized message will be prominently displayed for all to see when entering the Granada or just passing by on Monterey St. Red Carpet Premier donors will be entitled to 25% off first year Premier Sponsor or Sponsor fees. Red Carpet Premier donors of The Founding Circle will receive 4 tickets to the Grand Opening pre-party, a behind the scenes tour of the Granada, and reserved seating passes to Opening Night.
 - ii. The Walk of Fame: \$350—The entry to the Granada, the South Valley's new center for the arts, will prominently display tiles with stars bearing Walk of Fame donor's messages on a star-emblazoned tile, suggestive of the Walk of Fame in Hollywood. Stars will be ideal for a company sponsor, a personal name, or to memorialize a loved one. Walk of Fame donors of the Founding Circle will be recognized on opening night and receive and invitation for two to the Grand Opening pre-party and advance access to purchase Opening Night tickets. Walk of Fame donors will be entitled to 10% off any first year membership level of their choice (discount not to exceed \$350).
 - iii. **Another Brick in the Wall:** \$50—An affordable way for individual donors to participate in something that will be cherished by Morgan Hill residents for years to come. You can proudly point to your brick and say, "I helped re-open this place." Another Brick in the Wall holders will be eligible for \$20 off any first year membership level of their choosing and advance access to purchase

- Opening Night tickets. Bricks will only be available for personal messages. No company names or sponsorships will be accepted at this level.²
- b. **Start-up Grants:** Save the Granada will seek one-time grants or contribution matching from corporations and philanthropic organizations like The David Packard Foundation, Fry's Electronics, Cisco Systems, and Wal-Mart for start-up capital fund and reserves fund. We are targeting \$10,000 in start-up grants. Any organization providing a \$5,000 or larger grant will automatically receive Red Carpet Premier benefits, subject to availability. For this reason, it is expected grants may cannibalize Red Carpet Premier revenues. Therefore Red Carpet Premier revenues have been zeroed out in the Fundraising plan below so as not to overstate the fundraising potential.

Start-up Funding			
Start-up Expenses to Fund	\$61,927		
Total Funding Required	\$60,177		
Account Balance for Buildout	\$11,000		
Pre-start-up Fundraising			
Events			
Benefit concert 1Q 2010	\$1,000		
Alcatraz event April 2010	\$400		
TBD June fundraiser	\$750		
Sub-total	\$2,150		
Founder's Circle Donors		Availability	Revenue
The Red Carpet Premier	\$0	2	5,000
The Walk of Fame Stars	\$49,000	140	350
A "Brick in the Wall"	\$25,000	500	50
Sub-total	\$74,000		
Anticipated take rate	70%		
Net	\$ 51,800.00		
Start-up Grants	\$ 10,000.00		

Red Carpet Premier revenues zeroed out due to possible cannibalization from grants.

- 3. Annual Sponsorships/Memberships: Annual Sponsorships/Memberships will be a fundraising effort aimed at recurring revenue generation to augment operating revenues. Several levels of company sponsorships or personal memberships will be available. Donations can be either cash or non-cash (in-kind), and will be tax deductible.
 - a. **Premiere Sponsor:** \$5,000 and over Includes a customized on-screen advertisement or mention at every public event, customized lobby signage including company logo, 100 tickets annually to regular screenings, one day/night use of facilities for organization special event. Half price for any additional lease days. This lead sponsor position is available to only one sponsor annually. The Granada would be willing to discount this fee in exchange for a multi-year commitment.

² The Granada Theater reserves the right to refuse any group or message it deems not appropriate for a family theater.

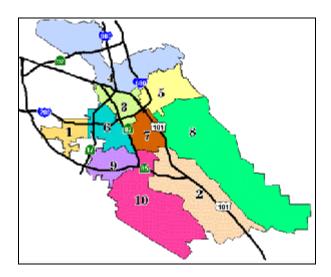
- **b. Patron Sponsor:** \$2,500--Customized on-screen advertisement, lobby signage, 40 tickets annually to regular screenings, half-price for one day lease of facility for organization special events. Maximum of 2 Patron sponsorships annually.
- **c. Supporting Sponsor:** \$1,000—On-screen advertisement, lobby signage, 15 tickets annually to regular screenings.
- **d.** Back stage membership: \$250—8 tickets annually to regular screenings. \$1 discount on tickets to all public events and 10% off all concessions. Invitation to members-only events like "Meet the Artist Evenings". Pre-sale access to premium public events like concerts and live theater. Premium seating rights to applicable events. Backstage passes to concert events. Back stage memberships will be limited.
- **e. Family membership:** \$125—4 tickets annually to regular screenings. \$1 discount on tickets to all public events and 10% off all concessions. Pre-sale access to premium public events like concerts and live theater.
- **f. Membership:** \$50—2 tickets annually to regular screenings. \$1 discount on member and 1 guest ticket to all public events. Pre-sale access to premium public events like concerts and live theater.

Membership commences when The Granada opens. Fundraising professionals will be consulted that will help with a detailed plan for sponsorship revenue and in-kind donations.

Memberships			
Premier Sponsor	\$5,000	1	\$5,000
Patron Sponsor	\$2,500	1	\$2,500
Supporting Sponsor	\$1,000	1	\$1,000
Family Membership	\$125	20	\$2,500
Membership	\$50	20	\$1,000
			\$12,000

Market Analysis Summary

Demographic data³: In addition to Morgan Hill, San Martin and Gilroy, we've included South San Jose in our market analysis. While we believe we can and will draw from further north, especially for special events like concerts and live theater, for the purposes of market analysis, we will limit our scope to South San Jose zip codes that roughly correspond with Districts 2, 8 and 10, per the map below. We believe South San Jose is ripe for alternative entertainment options other than downtown San Jose.



	Population	Media	an Household Income	Entertainment Index
Morgan Hill	39,814	\$	102,047.00	142
San Martin	4,361	\$	89,452.00	130
Gilroy	47,017	\$	79,316.00	110
South San Jose				
95119	9,903	\$	111,229.00	136
95123	60,939	\$	99,089.00	131
95139	7,562	\$	113,794.00	132
95138	15,749	\$	127,435.00	181
95135	19,068	\$	131,241.00	182
95120	36,742	\$	153,183.00	198
	241,155	\$	109,142.76	146.446269

The entertainment index in the table above related to percentage of expense relative to a national average (US baseline of 100) spent on household entertainment. The California entertainment index is 114. Weighted by population, The Granada target market entertainment index is 146. This is clearly indicates that this market spends quite a bit more on entertainment than the US and California at large, making this an attractive market for a multi-purpose arts/entertainment venue. The median household income average of \$109,142.76 is also weighted by population and also provides a source of optimism about the strength of this market.

Our core market for the Granada is the type of person who appreciates the arts including cinema and is interested in an alternative to the entertainment offerings in Morgan Hill today. Additionally students,

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³ http://www.clrsearch.com/

teachers and parents who are looking to assist in fundraising for their local non-profits will be attracted to The Granada to enjoy entertainment while fundraising for their specific group. This core market exists in all the categories above, and our target markets are based on the biggest percentages of the pie.

Adding to our core markets will be our ability to rent the space out for private parties, corporate gatherings, lectures, churches and other entities who would be interesting in the facilities and what the Granada has to offer.

3.1 Target Market Segment Strategy

Some examples of the strategy to bring in targeted markets are shown below:

Locals who frequent downtown: Placement of The Granada in the heart of downtown couldn't be better for drawing the people who already come to downtown to the specific programming that we will be offering.

Locals who don't frequent downtown: Outreach to the rest of the community through our strong ties with the local papers, schools sports teams and other non-profits for partnership with non-profits outreach, by marketing directly to them and by being a partner with their groups.

Older generation locals: Programming certain nights with them in mind, such as Oldies night on Wednesdays. Also special programming can be organized for the Morgan Hill Senior Center and other seniors organizations. Some developers are considering senior citizen housing downtown which, if realized, would provide a density of seniors in the same block and further strengthen not only our seniors focused programming but also make marketing to this group easier.

Corporate groups: Solicit targeted businesses and organizations for meeting space, holiday parties, and special events.

Tourists: Contact local Hotels and Inns on a regular basis to keep flow of this market. Offer incentive program. Work closely with the Chamber of Commerce, museums, hotels brochure placement. Booking acts like live music and comedy on weekends will attract attendees from a larger geographic area than just Morgan Hill proper. The film festivals will also attract from outside the immediate area. Other film festivals of comparable size have reported up to 25% of attendees are from outside the local area/county.

3.2 Marketing Plan

With our singular focus on film and performance arts, we have a solid direction in focus and we are positioned as the premiere source for cinema and live entertainment in Morgan Hill and the greater South Santa Clara County. We believe we can attract live music acts to the Granada and with time, we hope to be recognized as the premier venue for concert events in the South Valley.

Key areas of our marketing strategy include the following:

Membership development and growth as a means to provide recurring revenue and a built in marketing list for special events ticketing. Membership in The Granada will have many benefits, and by extending an impressive value proposition at all levels, we expect to quickly expand our membership to include a wide

⁴ http://www.ashlandfilm.org/Page.asp?NavID=209 http://www.ptfilmfest.com/participate/2007_demographics.pdf

variety of people, and our retention and renewal level should remain high as a result of updating and perpetually adding new and exciting benefits.

The Granada Email Newsletter will be our regular marketing platform for products, services, and events. It will also be a way to document the history of The Granada and show new visitors what they will receive as a member. A Facebook page and Twitter page will also be established so that friends and members alike will be able to follow The Granada and always know what is playing today.

On-site Marketing of The Granada products and services will be one of our most important ways to convey messages and direct people to revenue generating centers. There will be constant awareness of what one can see, do, and buy through a variety of imaginative graphic placements and "On-Screen Advertisements" and "teasers". With a captive audience of those who already made the effort to participate, we will be successful in spreading the word of all we have to offer, enjoying a word-of-mouth push that keeps people coming. This will serve both the Granada and the downtown merchants who wish to participate.

Targeted Advertisements will form a diversity of support for The Granada. Instead of concentrating on daily promotions of specific films, there will be marketing efforts for specific "areas" of programming, such as "50's Date Night" where a classic film for the 50's will be shown, or the Granada Kid's Club events where animated and family oriented films will be shown.

General Listings will also be broad in scope, giving information on types of nights and the number you can call for more information. Details will be provided in listings when needed and appropriate.

The Website will always be mentioned in advertisements as a place to buy advance tickets and other products. By selling advance tickets, we will know our capacities in advance and be able to judge when extra marketing is necessary. Once at the site, there will be constant direction to revenue generating centers, such as the merchandise page full of interesting things to purchase. The website will also be a base for our mission of promoting Downtown Business along with the Granada with the tour of The Granada and Downtown as a whole. There will be a strategic placement of links to and from other websites.

Radio and PSAs will form a support group from a wider area, and we will participate in creative giveaways for awareness in targeted radio stations.

Flyers, programs, and brochures will be an important source of information about the Granada, it's program and Downtown Morgan Hill as a destination for arts, entertainment, dining and shopping

The Database will be an ever changing animal, and like the website, it will require constant updating. There will be an expansion of our present database to the categories of Present Members (in all categories), Nonmembers but on the mailing list, Potential Donors, Alliances, Vendors, Distributors and Producers, and Volunteers. By keeping good track of our customers, we will be better suited to market to them in certain ways. When they arrive with an advance purchase or a membership card that can be swiped for identification, we will always know who comes to what and how often they come.

Press Contacts will be expanded to include an array of publications and journalists that are interested in The Granada and what is has to offer. Organized and well timed press releases will be able to inform a variety of target markets what is happening.

3.3 Web Plan Summary

The Granada website (www.granadamorganhill.org) will be the virtual business card and portfolio for the company, as well as its online "home". The website will have strategic directional links at all pages to lead

to sales, whether online or later on-site. Our existing web page, <u>www.savethegranada.com</u> will be revamped and redirected to the new Granada Theater operational web site as soon as is appropriate.

The concept and design of the website will be representative of the quality of design seen at The Granada and will focus on how it is an integral part of downtown Morgan Hill. The website will have links to other sites, such as the Downtown Association, Chamber of Commerce and any of our sponsored Downtown Businesses. Email will be available as info@granadamorganhill.org for correspondence related to The Granada.

Online ticket sales and special program schedules will be available through the website, with software set up for that purpose. We also will make early sales available to members either through the box office or the web site. An online event calendar will show our normal schedule as well as upcoming special events. This will be a key marketing avenue for us as we anticipate patrons will want to check the web site periodically for events they are interested in and we expect to develop a ground swell of patronage as customers come to know our programming and begin looking to The Granada as a primary source of entertainment in the South Valley. We will also seek placement for our special events on sites like www.yourmorganhill.com which contains an events calendar that many locals refer to as well as the Chamber of Commerce events calendar (https://www.morganhill.org/pages/calendar.php).

We have a head start in marketing The Granada web site because we have our existing www.savethegranada.com web site. We existing traffic of interested locals who will be redirected to our new web site once launched. We have a mailing list of hundreds of people interested in the Granada already in place which we can begin to augment once operational.

Financial Plan

The basis for planning has been to look forward with conservative estimates for revenue and expenses. We are committed to the steady growth of revenues through tight control of all inventory, services, and managing sponsorship funds. *Our financial plan focus* will be to attain cash flow positive position as quickly as possible, within year 1. Year 2 plan will be to grow revenues and sustain cash flow positive position while beginning to accumulate capital and operating reserve funds.

Due to ordering efficiency, we anticipate carting roughly 3 months inventory of merchandise, though this will be a relatively small carrying balance. Concessions will turn much faster, likely less than one month on hand at any time.

Budget—Year 1

Our budgetary estimates are focused on year 1 and year 2 with the aforementioned focus in year 1 on:

- 1. Opening successfully
- 2. Attaining cash flow positive position within first year
- 3. Revenue growth through patron acquisition efforts

Fixed Expenses—Year 1

All figures are USD monthly

Fixed Expenses	_				
			\$		
Rent	\$	5,625.00	0.75 \$	/sq ft per month	7500 sq ft
Related	\$	750.00	0.10 \$	/sq ft per month	
Maintenance	\$	750.00	0.10 \$	/sq ft per month	
Utilities	\$	450.00	0.06	/sq ft per month	
Insurance	\$	1,500.00			
Security Monitoring	\$	1,200.00			
Administration costs	\$	1,200.00			
Board expenses	\$	-			
Management	\$	5,349.70			
	\$	16,824.70			

- Administration costs include postage, letterhead, business license, internet, phone, computers, printers, paper, etc.
- Board expenses are planned at \$7,500 per year for the Chairman and President plus \$250 per
 meeting for other members. These costs are suspended for year 1 or until sustainable cash flow
 positive position has been attained.
- Management costs are for the on-site full-time manager. This salary is planned at \$60,000 per year plus benefits but is reduced for year 1 or until sustainable cash flow positive position has been attained. First year salary is planned at \$45,000 plus benefits (benefits costs estimated at \$7,600 per year plus 22% social benefits).

Variable Expenses—Year 1

All figures are USD monthly

\$ 10,000.00
\$ 1,200.00
\$ 6,000.00
\$ -
\$ -
\$ -
\$ 1,000.00
\$ 1,000.00
\$ 19,200.00

Variable Labor Costs	
Assistant manager	\$ 2,459.52
Associate Labor	\$ 5,270.40
Variable Labor sub-total	\$ 7,729.92
Other	
Food/concessions costs	\$ 3,562.50
COGS (shirts/hats, buttons)	\$ 300.00
Contingency (5%)	\$ 2,886.12
Other sub-total	\$ 3,862.50
Total Variable Expenses	\$ 30,792.42

- Programming costs
 - Cinema assumes \$500 per day, 20 days per month
 - Comedy assumes \$1200 per day, 1 day per month
 - o Live music assumes \$1200 per day, 5 days per month

- Local programming, live theater and special events (hall leases) have no programming costs
- Film festival costs assumes 1 3-day festival per quarter, average of 1 day per month at a cost of \$1000 per day

• Variable Labor

- Assumes associate labor at \$9/hour, average of 3 staff per day, 8 hour shifts. 22% social benefits costs.
- O Assumes Assistant Manager is non-medical benefits position with \$3/hour premium, 22% social benefits cost.

Other

- Food/concessions assumes \$2.50 revenue per discreet visitor, 75% gross margin on concessions.
- o COGS assumes \$500 per month in retail sales with gross margin of 40%

Revenue--Year 1

All figures are USD monthly

All ligures are OSD mone	1113
Revenue	_
Programming Revenue	
Cinema	\$12,000.00
Comedy	\$ 1,800.00
Live music	\$15,000.00
Local programming	\$ 1,200.00
Live theater	\$ 2,400.00
Special Events	\$ 350.00
Film festivals	\$ 2,000.00
Programming Revenue sub-total	\$34,750.00
Other Revenue	
Advertising	\$ 250.00
Concessions	\$14,250.00
Retail	\$ 500.00
Other Revenue sub-total	\$ 15,000.00
Operating Revenue sub-total	\$ 49,750.00
Sponsorship/Memberships	\$ 1,000.00
Grand Total	\$ 50,750.00

• Programming revenue:

- O Cinema assumes \$5 average net ticket price (after all discounts) and an average of 120 patrons per day.
- o Comedy assumes \$6 average net ticket price (after all discounts) and average of 300 patrons per day.
- Live music assumes \$10 average net ticket price (after all discounts) and average of 300 patrons per day.
- Local programming assume \$4 average net ticket price (after all discounts) and average of 200 patrons per day.
- Live theater assumes troop daily hall rental of \$1200 per day two days per month
- o Special events assumes reduced hall rental fee in non-peak periods to non-profits of \$700 per day, once every other month (½ day per month on average).

- o Film festivals assumes \$10 average net ticket price (after all discounts) and average of 600 patrons per 3-day festival (once per quarter, one day per month on average).
- Advertising revenue is for on screen ad placement. Due to tie in with sponsorship levels, we anticipate that on screen ads will be significantly curtailed due to sponsorship cannibalization.
- Concessions revenue is based on concessions revenue of \$2.50 per discreet visitor. Table of estimated visitors is in the table below.
- Sponsorship/memberships are estimated at \$12,000 per year of \$1,000 per month and outlined in section 2.6 above.

		Monthly	
Events	Days	attendees	
Cinema	20		2400
Comedy	1		300
Live music	5		1500
Local programming	2		300
Live theater	2		800
Special Events	0.5		300
Film festivals	1		200
	31.5		5,800

NOTE: Days of programming exceeds average days per month due to anticipated occasional double booked days. For instance, we may have a movie matinee on a Saturday followed by a live music event that evening. Daily movie lease fees and band payment would both be due for that day and daily discreet visitors for each event would be counted.

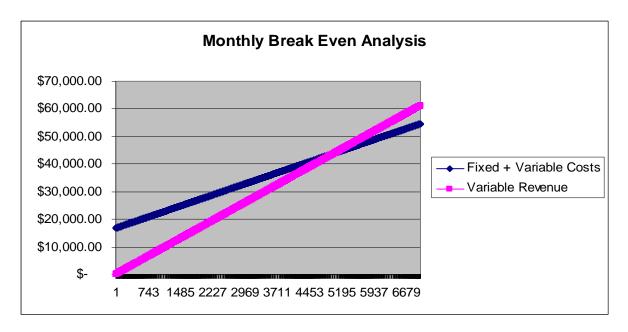
Budget Summary—Year 1

All figures USD monthly

Budget summary	•
Programming Revenue	\$34,750.00
Other Revenue	\$15,000.00
Operating Revenue sub-total	\$49,750.00
Fixed Costs	\$16,824.70
Variable Costs	\$30,792.42
Operating Expenses sub-total	\$47,617.12
Net Operating Profit (Loss)	\$ 2,132.88
Memberships/Sponsorships	\$ 1,000.00
Net Surplus (Deficit)	\$ 3,132.88

4.2 Break Even Analysis—Year 1

With year one fixed monthly costs estimated at \$16,824 per month and average gross margin of roughly 40% on ticket sales and concessions, breakeven is projected at \$44,152.73 in revenue monthly. This translates to \$1,471.76 per operating day (based on an average of 30 days per month). For a 500 seat theater, this equates to break even revenue of \$2.94 per seat per day.



4.3 Budget—Year 2

Year two focus will be:

- 1. Revenue growth
- 2. Cost containment (revenue growth faster than growth of operating expenses)
- 3. Begin sustainability efforts:
 - a. Establish and begin funding operating and capital reserve funds
 - b. Bring year 1 suppressed expenses in line with market reality (board expenses, increased Operations Manager's salary, etc.)

Fixed Expenses—Year 2

All figures are USD monthly

Break even analysis		
Fixed Expenses	(All figures in USD monthly)	
Rent	\$ 5,625.00 \$ 0.75	7500
Related	\$ 750.00 \$ 0.10)
Maintenance	\$ 750.00 \$ 0.10	1
Utilities	\$ 450.00 \$ 0.06	;
Insurance	\$ 1,500.00	
Security Monitoring	\$ 1,200.00	
Administration costs	\$ 1,200.00	
Board expenses	\$ 1,458.33	
Management	\$ 6,874.70	
	\$19,808.03	

Variable Expenses-Year 2

All figures are USD monthly

Programming costs	
Cinema	\$10,000.00
Comedy events	\$ 1,200.00
Live music events	\$ 6,000.00
Local programming	\$ -
Live theater events	\$ -
Special events	\$ -
Film festivals	\$ 1,000.00
Advertising Costs	\$ 1,000.00
Programming Costs sub-	
total	\$19,200.00

Total Variable Expenses	\$34,947.07
Sub-total	\$ 8,017.15
Contingency (5%)	\$ 2,946.52
buttons)	\$ 300.00
COGS (shirts/hats,	\$ 4,770.63
Food/concessions costs	¢ 4.770.62
Variable Labor sub-total	\$ 7,729.92
Associate Labor	\$ 5,270.40
Assistant manager	\$ 2,459.52
Variable Labor Costs	

Revenue--Year 2

All figures are USD monthly

Revenue	_
Programming Revenue	
Cinema	\$ 16,000.00
Comedy	\$ 2,000.00
Live music	\$ 18,000.00
Local programming	\$ 1,600.00
Live theater	\$ 3,000.00
Special Events	\$ 750.00
Film festivals	\$ 3,000.00
Programming Revenue sub-	
total	\$ <i>44,</i> 350.00
Other Revenue	
Advertising	\$ 500.00
Concessions	\$ 17,082.50
Retail	\$ 500.00
Other Revenue sub-total	\$ 18,082.50
Operating Revenue sub-total	\$ 62,432.50
Sponsorship/Memberships	\$ 1,200.00
Grand Total	\$ 63,632.50

Programming revenue

- O Cinema assumes \$5 average net ticket price (after all discounts) and an average of 160 patrons per day.
- o Comedy assumes \$6 average net ticket price (after all discounts) and an average of 333 patrons per day.
- Live music assumes \$12 average net ticket price (after all discounts) and an average of 300 patrons per day.
- Local programming assumes \$4 average net ticket price (after all discounts) and average of 200 patrons per day.
- o Live theater assumes troop daily hall rental of \$1500 per day, two days per month
- O Special events assumes reduced hall rental fee in non-peak periods to non-profits of \$750 per day, one day per month.
- o Film festivals assumes \$10 average net ticket price (after all discounts) and average of 900 patrons per 3-day festival (once per quarter, one day per month on average).
- Advertising will still be suppressed via sponsorships with on screen ads included but we anticipate we will be able to double in year two to a still modest \$500 per month.
- Concessions assumption is still based on \$2.50 per discreet visitor but income is up do to higher anticipated visitors in year two. Year two estimated visitors is outlined in the table below.
- We anticipate being able to increase sponsorship/membership in year 2 by 20% to \$1,200 per month.

Events	Days	Monthly attendees	
Cinema	20		3200
Comedy	1		333
Live music	5		1500
Local			
programming	2		400
Live theater	2		800
Special Events	1		300
Film festivals	1		300
	32		6,833

NOTE: Days of programming exceeds average days per month due to anticipated occasional double booked days. For instance, we may have a movie matinee on a Saturday followed by a live music event that evening. Daily movie lease fees and band payment would both be due for that day and daily discreet visitors for each event would be counted.

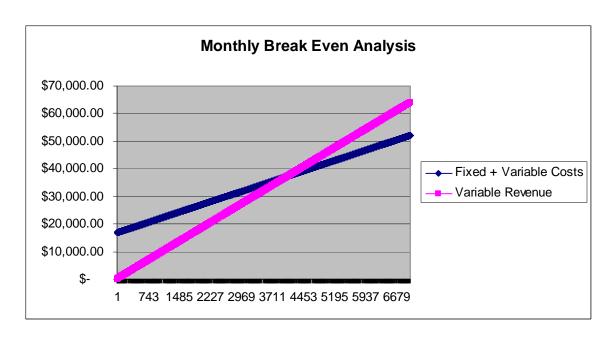
Budget Summary—Year 2

All figures are USD monthly

Budget summary	
Programming Revenue	\$ 44,350.00
Other Revenue	\$ 18,082.50
Operating Revenue sub-total	\$ 62,432.50
Fixed Expenses	\$ 19,808.03
Variable Expenses	\$ 34,422.07
Operating Expenses sub-total	\$ 54,230.10
Net Operating Profit (Loss)	\$ 8,202.40
Reserves	
Capital reserves	\$ (3,181.63)
Operating reserves	\$ (1,590.81)
Memberships/Sponsorships	\$ 1,200.00
Net Surplus (Deficit)	\$ 4,629.96

Breakeven Analysis--Year 2

Even though fixed costs increase in year two by roughly \$3k per month (due to board expenses and increase in management costs) the monthly breakeven in year two remains almost identical at \$44,150.16. This is a result of higher gross margins in year 2 of just under 45% (compared to just under 40% in year 1). Higher number of anticipated discreet visitors both increase margin on programming (higher revenue for comparable programming costs) but also drive higher margin concession sales which are very high margin.



4.5 Year over Year Analysis

	Year 1	Year 2	Delta
Fixed expenses	\$16,824.70	\$19,808.03	
Variable expenses	\$33,883.29	\$34,422.07	_
Total Expenses	\$50,707.99	\$54,230.10	6.95%
-			
Operating Revenue	\$53,050.00	\$62,432.50	17.69%
Operating Surplus			_
(deficit)	\$ 2,3 4 2.01	\$ 8,202.40	
Memberships	\$ 1,000.00	\$ 1,200.00	
Reserves	\$ -	\$ (4,772.44)	_
Total Surplus (deficit)	\$ 3,342.01	\$ 4,629.96	_

As the above table demonstrates, this financial plan achieves our stated goals for year 2 of revenue growth, cost containment (revenue growth faster than cost increases), and establishment of reserves fund for capital improvements and rainy day funds.

Financial Summary

Given the financial uncertainty of this climate, we have attempted to err on the side of conservatism with our estimates and projections (for example, forecasting an average of 120 patrons per day for cinema in a 500 seat theater is hardly maximizing revenue potential). However, we recognize that in this climate, it is possible that even our conservative estimates may not be realized in all instances. This plan includes modest monthly surpluses and therefore does give us some wiggle room in our revenue projections. We also would have the option to modify our programming schedule (5 or 6 nights per week) in the event we find certain nights of programming to produce less marginal revenue than marginal costs.

On the other hand, were The Granada were to reach a point of sustainable surpluses and all reserve fund goals were met, at the discretion of the board of directors, surpluses could be released in the form of donations to suitable local charities or activities supporting the arts. They key criteria would be the local nature of the impact and the focus on the arts, consistent with The Granada's mission.

Save the Granada 1473 Red Tail Place Morgan Hill, CA 95037

December 14, 2009

David Heindel, Assistant to the City Manager City of Morgan Hill 17555 Peak Avenue Morgan Hill, California 95037

Dear David:

Attached is our business plan submitted under the RFQ process for the current Granada Theater building. Save the Granada is a non-profit 501c(3) organization that's goal is to re-open the Granada Theater in downtown Morgan Hill and transform it to a multi-purpose creative arts center focused on live performances and classic films.

The main contact person is Pamala Meador and can be reached at 408 891 4931, I can be reached at 408 757 9802. Our Fax number is 408 778 5551. All written correspondence can be sent to Save the Granada, c/o Pamala Meador at 1473 Red Tail Place, Morgan Hill, CA 95037.

We appreciate that our proposal does not follow the exact guidelines spelled out in the RFQ process. Since we were only looking at one building within Site A and a renovation rather than a demolition some of the items do not apply. We welcome any additional requests for information so that you will be able to fully evaluate our proposal. We didn't send financials because the majority of our funding for renovation have already been earmarked by the City of Morgan Hill and during our meeting with you, J. Edward Tewes and Marilyn Librers we were assured that those funds are still available for renovation of the Granada. We have enclosed financial projections and fund raising goals and events for your consideration.

Our business plan has also been incorporated in another submission with our permission, which will give the City of Morgan Hill other options so that we as a community can save our Granada Theater and return it to the Anchor it historical has been for Downtown Morgan Hill.

Sincerely,

Stephen Beard Co-founder & President Foreword from Founder and Chairman, Pamala Meador

The Save the Granada community group is submitting this proposal and business plan for the current Granada structure during the formal RFQ process as suggested by the City Management. This proposal is directed solely at opening up the existing building which is part of Site A as a multi-use performing arts center.

Our Board of Directors and Advisory Boards are outlined in this proposal with a brief synopsis of each of the board members background. We have a breadth on our boards that begins with strong business backgrounds and expands into entertainment and finance. I am very excited about each of the team and know that together the Granada will become a reality for us and for generations to come.

We have strong community support and have attached signatures of our petitions, our on-line petitions and our Facebook fan page. We have also included comments where the community has had the opportunity to comment to demonstrate how broad based our support is.

As a founder of Save the Granada, this process got me thinking, how does the Granada integrate in to a revitalized uniquely Morgan Hill downtown. What is the best master plan that incorporates the Granada and still brings needed development to downtown?

Regarding the rest of Site A, if no development option is compatible with the Save the Granada vision, land banking is an attractive option, meaning that Site A should remain as it is until the Global Economy turns the corner and returns to growth. The businesses that are currently in Site A are functional and are bringing the community to Downtown Morgan Hill, they are some of our success stories when discussing business in downtown. To disrupt their businesses at this point, given the uncertainty in the economy would be counter-productive to building a vibrant and uniquely Morgan Hill downtown. We will have no guarantees that they will be willing or able to reopen and attracting other businesses could be problematic depending on many unforeseen circumstances.

Site A's attractive rent is a wonderful incubator for new and exciting businesses witnessed by the Electric Car Company, Music Tree and Baby Massage that would struggle for viability or need additional upfront operating capital if rents were higher.

Site A is also owned by the City of Morgan Hill and I appreciate that Site A poses the least amount of hurtles to development, but Site A is also an important Site that today is bringing customers to downtown. Coupled with a functioning Granada, it is the only site downtown that can be quickly and inexpensively opened up to attract a broad base of customers not only to the Granada but to downtown as a whole. We can use the current Site A to prove concept that Downtown Morgan Hill is a viable place for you to establish and expand your business.

Site A was also purchased at the high end of the market. The City bought high – it doesn't make economic sense to sell low if we can just stay the course, allow the current businesses the

opportunity to continue their trade uninterrupted next door to a major anchor for downtown, namely the Granada Theater.

Site C and Site D and other sites in close priority to the 3rd Street Promenade are better sites for this phase of development for 3 key reasons, #1 the 3rd Street Promenade was earmarked as the first step to building a vibrant downtown and every effort should be made to make this outdoor mall a success. #2 the economic climate of today gives the City and their partners opportunities to purchase Sites C & D at today's attractive pricing and #3 the disruption to the majority of the current business downtown would be minimized. A successful 3rd Street Promenade will be a spring board to a vibrant downtown. Let's focus on expanding and building on our current investment in the 3rd Street Promenade and safeguard the established businesses on Monterey Road.

As we implement our vision for the Granada, what I see for downtown is construction mainly focused on completing the total vision for Third Street. This will bring more shops, office space and housing to Downtown Morgan Hill without disruption to the majority of businesses on Monterey Road. It will allow us to prove concept and make measured and sustainable decisions as we move to the next phase of development. While that construction project is being completed I see the Granada Theater working in parallel with the development and becoming the anchor that will bring people downtown today and into the future.

This business plan has also been incorporated in another submission with permission, this gives us and the City of Morgan Hill other options so that we as a community can save our Granada Theater and return it to the Anchor it historical has been for Downtown Morgan Hill.

Concerned, committed and courageous – I remain,

Pamala Meador

Name: Pamala Meador on Jun 5, 2009

Comments: Save the Granada - It is worth the effort.

Name: Tony Meador on Jun 6, 2009

Comments: Save the Granada - a reason to come downtown, a reason to stay!

Name: Perrin Larton on Jun 10, 2009

Comments:

Name: James Hibbard on Jun 11, 2009

Comments:

Name: Anonymous on Jun 11, 2009

Comments:

Name: Maria Bruhns on Jun 11, 2009

Comments:

Name: Anonymous on Jun 12, 2009

Comments:

Name: Rusty Schneider-Smith on Jun 12, 2009

Comments: I was born and raised in MH and have very fond memories of granada theatre in my youth. It is one of few buildings left in MH that represents a big part of its history to many kids of years ago. It would be a shame to see it gone.

Name: Ron Bartholow on Jun 12, 2009

Comments:

Name: Helen Reyes on Jun 12, 2009

Comments: My husband and I support the idea of saving the Granada Theater. Firstly, it is a building with historical significance for Morgan Hill. Secondly, we would love to see the Granada become an "Art House" movie theater. Presently, we must travel to San Jose/San Francisco to find alternatives to the typical Hollywood movies.

Name: Gabe Reyes on Jun 12, 2009

Comments: I support preserving/restoring the Granada Theater. Would like to see independent and foreign films presented at the Granada.

Name: Anonymous on Jun 12, 2009

Comments:

Name: Susan Lucas on Jun 12, 2009

Comments: My first real job was working there. When you worked concession you had to total everything in your head and just punch in the final amount. Great way to keep the math skills sharp.

Name: Don Roen on Jun 12, 2009

Comments:

Name: Lynette Alward Ross on Jun 12, 2009

Comments:

Name: Anonymous on Jun 12, 2009

Comments:

Name: Anonymous on Jun 12, 2009

Comments:

Name: Demetra Ferrant on Jun 12, 2009

Comments:

Name: Diane Dilmore on Jun 13, 2009

Comments: I saw Chitty Chitty Bang Bang for .50 cents at the Granada when that really nice man owned it. I saw Romeo and Juliet there and other great movies even before it was split into two screens (that was a bummer). That movie theatre is an HISTORICAL LANDMARK and having it registered as such legally might save it!

Name: Diane Castro Sedlak on Jun 14, 2009

Comments:

Name: Amy Marcotullio on Jun 14, 2009

Comments:

Name: Mary Hanson on Jun 14, 2009

Comments:

Name: Frank Manocchio on Jun 14, 2009

Comments: My comments regarding this are listed in the MH Times June 11 Granda piece in the comments section.

Name: Patricia Peterson on Jun 14, 2009

Comments: I love the Granada.....I truly feel it is part of downtown Morgan Hill. It would be the ideal place for other theater plays, a gaslight theater group, a dinner theater, dance recitals, and art films. the city council is as bad as the chamber of commerce. How is it that such small groups of people get to decide what the majority of people want.....I thought we were a democracy.

Name: Anonymous on Jun 15, 2009

Comments:

Name: Melissa Clayton on Jun 15, 2009

Comments:

Name: Erin Buford on Jun 15, 2009

Comments: Hi...I would like to save the Granada Theatre.

Name: Anonymous on Jun 16, 2009

Comments: Please save the granada, even if the use changes, it is still an important part of our town.

Name: Corrina Diaz on Jun 23, 2009

Comments:

Name: BEA SUPNET on Jun 23, 2009

Comments:

Name: Salvador E. Basquez on Jun 24, 2009

Comments:

Name: Gloria Pariseau on Jun 24, 2009

Comments: Remember - Historic Preservation is not just the saving or remodeling of old decrepit buildings and houses. It is a mind-set that embodies the cultural attitude of a community and fosters conservation. And during a time when it is so important to conserve our natural resources and reduce waist, preservation can be one tool used to help meet our future demands for progress. Why would we tear down the Granada and rebuild a theater a block away Does that make sense When a new plan could be developed re-using the salvageable parts of the old and incorporate them into the new. Take the time to think about what we - as a community are doing.

Name: Renee Williams on Jun 25, 2009

Comments:

Name: Sofia on Jun 26, 2009

Comments: Please save Granada theater!! **Name:** Gloria Pariseau on Jul 12, 2009

Comments: Dear Mayor Tate, Council members and Redevelopment Agency members: I would like to express my concern regarding the proposed new development proposed in Downtown and I would like my concerns as expressed be included and made a part of the public record. As I understand it, the Downtown Mall and the Granada Theater buildings are to be demolished along with the building where Christopher Travel was located to make way for new "vertical mixed use" projects in Downtown. The new projects, as proposed, will include a NEW and improved Granada Theater to serve as an entertainment venue for Downtown. In theory, this is a good thing and bringing new faces into the area should assist in boosting and supporting all of the businesses therein. But, with these proposals, I have great concern as to how we can justify demolishing a theater only to build a new theater on the next block. This seems a bit redundant and very wasteful especially in today's world where we are supposed to be promoting conservation. As a citizen of Morgan Hill, I am not in favor of demolishing the theater without an adequate study of the potential to restore the old Granada Theater to a live or film theater venue, which could serve as the needed catalyst for bringing people into downtown as hoped. I believe there needs to be a due diligence study of the economic issues centering around these matters before demolishing the Granada Theater in favor of a new theater building to be built on the next block. If a theater in downtown can be a success then why not rehab the existing theater This would be much better than sending all the debris from the demolition to the landfill. The existing theater could be added on to if expansion is the key to making this a success and retail uses could be included and provided on the expanded first floor with new housing or commercial offices contained on the second or third floors. In this way, the historic elements of the Granada Theater could be preserved in tack and in place and incorporated into the improved project. The property at Second

and Monterey could contain those additional elements the City finds so important to enhancing downtown while expanding the theater use and preserving the façade of the Granada. As we all know, it is important to preserve and build on the quaintness of our wonderful downtown and conserving our valued landmark buildings and resources is vital to maintaining that sense of place we all cherish. I would certainly hope that a thorough evaluation or study be completed before demolishing the old theater building, addressing the impacts on the integrity of our built environment with consideration given to the impacts that will be sustained to existing business, such as the Cinema at Tennant Station and the Performing Arts Theater at Fifth and Monterey Street which is part of the Community and Cultural Center. I am concerned that Morgan Hill's population base cannot support all these entertainment venues and facilities. I feel it is important to consider these economic issues before significant dollars are invested in a downtown that might not meet the public's expectations and it would sadden me to redevelop dow ntown into a carbon copy of downtown San Jose. I understand Council's desire to get things moving especially in this poor economy but building just to be building is not the way of progress. Respectfully yours, Gloria Pariseau

Name: Lauren Furtado on Jul 17, 2009

Comments:

Name: Greg Abney on Jul 18, 2009

Comments:

Name: Lyndee Goodall on Jul 21, 2009

Comments: I have such memories of the Granada theatre. I have seen in other cities the old theatres renovated and it becomes a centerpiece for bringing in all kinds of entertainment and events: which means revenue for the city and other bussinesses. This could be a GOOD thing for the city. You have to spend money to make money!

Name: Darlene Brock on Jul 21, 2009

Comments: I ATTENDED THE GRANADA FROM THE FIRST SHOWING UNTIL THE LAST OFFICAL SHOWING. THE THEATER WAS A MEETING PLACE EVERY FRIDAY AND SATURDAY FOR ALL THE TEENAGERS OF MY ERA. WE ALL HAVE MANY MEMORIES. OF THE HOURS SPENT THERE. WHERE ELSE COULD YOU GO FOR 25 CENTS AND BUY A CANY BAR FOR 5 CENTS.AND SEE TWO MOVIES AND A CARTOON. PLEASE KEEP DOWNTOWN LOOKING LIKE WE CARE ABOUT OUR CINEMA TREASURE, THE GRANDA!.

Name: Mike Arnett on Jul 22, 2009

Comments:

Name: Marlene Caredio on Jul 22, 2009

Comments: I remember seeing my first scary movie, "The Blob".

Name: Peggy J. Pitts Schroder on Jul 31, 2009

Comments: I grew iup in MH, graduated LOHS in 1969 and spent many a Sunday matinee at the

Granada. Please keep it around. Thank you. **Name:** Robert W. Barcellos on Aug 9, 2009

Comments:

Name: Marlene Meyer on Aug 15, 2009

Comments:

Name: Allan Meyer on Aug 17, 2009

Comments: grand-nephew of Lillian Morgan

Name: Matt Lawler on Aug 17, 2009

Comments:

Name: Ashley Beardsley on Aug 18, 2009

Comments:

Name: Fred Miller on Aug 19, 2009

Comments:

Name: Arthur Clinton on Sep 28, 2009 Comments: I was there at opening night. Name: Joseph Porasso on Oct 8, 2009

Comments: I have been in this theatre many times. It truly is a treasure for Downtown Morgan Hill. It could become a performing art center for local acts and high schools type shows. Also, screen older movies. THIS THEATRE IS A JEWEL!!!! PLEASE SAVE HER.

Name: Cheryl Woodward on Oct 12, 2009

Comments:

Name: Shannon Carver on Oct 14, 2009

Comments:

Name: Anonymous on Nov 2, 2009

Comments:

Name: Barbara Metcalf Moore on Dec 6, 2009

Comments: I have an idea for the Granada that really worked in Salem Oregon. I would love to

discuss it with anyone interested. **Name:** Mike Ventura on Dec 6, 2009

Comments: save it.

Name: Abby Ventura on Dec 6, 2009

Comments: save it.

Name: Sam Zuniga on Dec 7, 2009

Comments: Please do NOT tear down our historical Granda Theater.

Name: Ron Moore on Dec 7, 2009

Comments:

Name: James Minton on Dec 7, 2009

Comments: I was raised in Morgan Hill and it is still the centerpiece downtown. Please maintain this

beautiful pice of Morgan Hill history. jm **Name:** Michele M. Valdez on Dec 7, 2009

Comments: I received a Thomas Kincade painting "Morgan Hill - An All-American Hometown" which shows the Granada. At least I can look at this while living elsewhere until I get "home" and "remember when". But to go home and have it not be there would be terrible.

Name: Vickie Metcalf Baroff on Dec 7, 2009

Comments:

Name: Becky Brem on Dec 8, 2009

Comments:

Name: Scott Finch on Dec 10, 2009

Comments: I thought Morgan Hill was modeling downtown after N. Santa Cruz Ave. in Los Gatos

which kept their small theater.

Name: Terry Montes on Dec 10, 2009 **Comments:** save this grand ol theatre,

Name: Melissa Roen Williams on Dec 11, 2009

Comments:

Name: Aileen Teren-Foster on Dec 12, 2009

Comments:

Name: Dale Foster on Dec 12, 2009

Comments:

Name: Tamara L. Avilla on Dec 13, 2009

Comments:

Name: Art Clinton on Dec 14, 2009

Comments: I was there for opening night of the new Granada. I remember Irene and Mrs. Hilman.

Name: Cindy Liberatore on Dec 14, 2009

Comments:

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name	Vald	signature	email	morgan hill resident
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DAVID	KELLY		еттан	morgan hill resident
name		signature	email	yes 🔀 no morgan hill resident
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	Minda Huma	Signature LEMAS	email	morgan hill/esident
	perme perme	signaphre	email	yes no morgan hill resident
	Jammy Dovan	Mou	,	yes 🗌 no
	name	signature	email ·	morgan hill resident
	Donna Chamberlin	Dans Class		yes ⊠_no
	name TACKIE RAMSDELL	signature / R	email	morgan hill resident
	Jake Jamstell	Jalquelyn & Unisdell		_ ∑yes □ no
	hame / Hooll	signature	email	morgan hill resident
	name (signature (email	yes no morgan hill resident
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	Gindy Edund			_ □yes \no
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ALYSSA MUSGRAVE Juganie -	🔀 yes 🔲 no
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Julie Seamon Kalie Bulle	
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Josie Oldenburg	Jose Oldenburg	eoardjo@gmail.com	
name	signature	email	morgan hill resident
Diane M Henry	Diane M' Very		🗓 yes 🔲 no
Brenda Fisher	signature	email	morgan hill resident
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Markfisher	Marke Febru	CITICII	morgan hill resident
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Jordan Kedersen	Avders Vederson		[X]yes
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name	signature	email	morgan hill resident
Jenae Hatton	yenace father	JENAERH@yahoo.	υ Qyes ∏ no
HEDY L CHANG	signature,	email /	morgan hill resident
	flety thang	×	_
Kendra Scott	signature	email .	morgan hill resident
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nan โ		signature	email	morgan hill resident
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11	Jarcia Calalle	[Weia (Malk .		yes 🔲 no
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Z	aren Martin	Karen Martin	karendmartin & gmail.com	☑yes ☐ no
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	turici.	2000 W		osbyglobal net	□yes 🔼 no
name	allin 2	signiture	email		norgan hill resident
Samantha	2 SMALL	The second	when	allroadsmeet@gma	`⊠yes □ no
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/IICHAEZ_	KAMOWEY		MICHE	MANADA C	Xyes ☐ no
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MM C.	tanas				yes no
name	Calcala	signature	email r	() () ala	norgan hill resident
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Paul Mellis	En Comment	rest zitt Querizm	⊢ □yes X no
PATTY CUPTIS	Sally Curtis	email IDDK4reddoor	morgan hill resident ves no
Pere Sanchez	signature anches	email @ yahoo.com	morgan hill resident
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Henriette Oper	signature	rayzdz@yahoo.com	morgan hill resident
name Source Priero	signature And Bound	email 1408 782-558	. —
PHIL HOWEN	JOHNA BRUN	email () / 11	morgan hill resident
name	signature	email Od-10 de A	morgan hill resident
name	signature	email consideration	yes □ no morgan hill resident
name Jana Handrick	Signature State St	Mos-esigal@yahoo	morgan hill resident
name NADINE SHREY	Sorbia Ry	email Web. net	morgan bill recident
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name PA ORAND	signature \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	email	yes no no morgan hill resident
name ONKBIKIIUI7	signature signature	email	yes no morgan hill resident
TRANCE SHOW	signature	ctrankiesuce, com	yes no morgan hill resident
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lamara Unck	Linca Linck	+unck 53 eyahar yes	no
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carol wort	Carol Way	Carol 58856) gmail . com yes 1	
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MARILYN WOODRUP		## ED 4 ED	
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JIM KRAUSE	Janus Mickson		no
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Christine Rose (Dristenit of	yes no
Betty Slater Betty Date	email morgan hill resident
name signature	email yes no morgan hill resident
LINDA & Shimkys Legada Shendu	
name signature signature	email morgan hill resident
name signature	email yes no morgan hill resident
Penelope Parish Romelose Parish	yes v no
Janet McCown Sand McCown	email morgan hill resident
name signature	email yes no morgan hill resident
Lisa Fisher	
name signature	email morgan hill resident
name signature	yes 🗡 no
Lisa Sanchez AW	email morgan hill fesident
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Mil Woodruff Solution	15twoodrutataol.com Piyes no
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Alexis Boardi Brand	
name signature	email morgan hill resident
Marian Cauchy Tharian auchi	yes no
havin Derning signature	email morgan hill resident
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Susan Kentfrow Xlyan Compan	ZIIIa@ Ventrow Xves no
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SHERRY SPENCES	signature signature	email	morgan hill resident
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Diane Dellisser	signature	emaily ///	morgan hill resident
name	signature	diane devisseros	w √es no morgan hill resident
CHERYL WECKERLE	Church a 1) estelo	CAWECKE CHARTER N	_
name	signature	email	morgan hill resident
MONNE Jorges		NOZEPI: NTS @44/10	/ ∞ Ayes □ no
name / / /	signature	email	yes no morgan hill resident
name Scott Englehard	- Supt Egfst	Taker Scott & MSH. CO.	
	signature SO 1 - 00	email	morgan hill resident
Marnie Englehardt	signature	Tahoescottomsa email	yes no morgan hill resident
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name)	signature	email	morgan hill resident
Patricia Hathaway	Vatricea Hataning		_
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JACK E Todd	Spece 5 Told	THEJET 69 Q AOC CON	y Vyes \square no
name	signature	email PACCO	morgan hill resident
Lois V. Down	5 Trois Vidam		yes 🛕 no
name	signature (R R II)	email	morgan hill resident
name) Jypek	signature,	C. Sypelc & xalrow Can	. □ yes ⊅no
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name	signature	email (Myes ☐ no morgan hill resident
Judy Davis	Judy Vario	idavis_islandera	□yes X.no
name (a)(a)	signature	email yakoo.com	morgan hill resident
name /	- Flatter	<u>Cathigreen@hotmadica</u>	· · · · · · · · · · · · · · · · · · ·
Edith Lon 12	signature	remail O 10. 17 @ mx	mòrgan hill resident
name	signatufe	email	yes no no morgan hill resident
J.D. Lentz	A) Surse	Ca lontzamen	Tyes no
name	signature	email	morgan hill resident

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Paphre C Mado	Tosky Co dusto	[✓yes ☐ no
name I	signature	email morgan hill resident
name	signature Signature	email yes no morgan hill resident
Sally Casas	Dally Casas	5ally Casas Dsccol. org yes no
name	signature	email morgan hill resident
Virginia Denny	Mannallany	email morgan hill resident
Elizabeth Mahoney	signature	Cimahoney@Chaster, Vyes no
name	signature	email Morgan hill resident
Dennis Omlth	Clay of the same	email morgan hill resident
Cohort Truck	signature 3	rob. Zia ra@me. vac Ayes \(\sigma\) no
name . / D	signature	email Commorgan hill resident
Linelle Daniell	Hafranhill	Myes □ no
LISA WIISON	signaxure	email morgan hill resident
name	signature	email yes no morgan hill resident
Christine Kubogamell	Xulle	Jyes ☐ no
name an Tiation	signature	email morgan hill resident
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Rachel Smith	Facle Junto	rachifer@live.com Tyes no
name Ala a da Ha llandora	signature	email morgan hill resident
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Bunton Sichler	Bolin	bickler 11 grain xyes no
name	signature	email morgan hill resident
Sarah Greenland		email gallarte yes no
name	signature	Clone packell net [yes] no
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Harry Martin	hart	yes 🕅 no
name	signature OR Cas ASO	email morgan hill resident
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PAULSON V. NIETER	TA		⊉ yes □ no
name / O)/ / a	signature		organ hill resident
Toda D Kumbar	Gold Mundal	gypsyjazz @ msn.com	□ yes □ no
name	signature	email	norgan hill resident
Porthard Figueroa	My hours		yes □ no
name	signature	email 11	forgan hill resident
Stacey Trapp	Staces Mapp	. 11	yes no
name	signature J	email n	
Kristiana Kammann	Bustom lamo-	email n	yes no
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Andy Frounds	signature	email n	yes no
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Erin Centerro	Same Culture	* Thurdcore inprove (4)	ves 🗆 no
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Cwyn Widergren	signature	email n	norgan hill resident
Margaret Z. Heali		zunigahealy 6 act.	□ yes □ no
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mile GOWZGEN	Mike Gondle		□yes 🖸 no
name	signature		norgan hill resident
DAN MARTINES			ves no
name	signature	emajl	norgan hill resident
Hishley Martinez	Car Camping	email	yes no
name	signature	emaii	•
Anna Martine c	signature	email	yes yono morgan hill resident
name	Cara martin		∏yes ∑ no
Cara Martinez	signatu/e	email	norgan hill resident
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name	agrague -	email	norgan hill resident
Bev Jensen	Bles Journes	abjensen Egarlici	⊠ yes □ no
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Raty Sua!		_ X yes □ no
signature ()	email	morgan hill resident
signature ₂	email	_ X yes
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signature	email	morgan hill resident
AMMan		_ ⊠yes □ no
signature	email	morgan hill resident
James James		_ 🗌 yes 💆 no
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V. Weight :	I was a langarian	yes 🗆 no
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Alexager	Kammic lexighto you	go.
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- () Court	rockynruss@gr	yes no
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PAULA QUENNEVILLE	Paula Quencirile	pauennevapachellne xyes no email morgan hill resident
Cyreres Brown	Charles Brown	Chuckbrane her W yes no
Marawita Ross	signature Maramita Rosa	email Salvada fan Porvida Morgan hill resident O Wah oo-caw yes X'no
Rachel Wallace	signature ODC	email morgan hill resident racheltale Omen.cam yes Ino
name Cristianna Ponce	signature m	email morgan hill resident facial 2 peter 1 vs.19 Xyes no
Ana Carria	signature farein	email morgan hill resident
name Rethon V	signature	email morgan hill resident
name DAVID PACE	signature	emili yes no morgan hili resident
name 14 Th. 110	signature	email ves email con yes email resident
named Al II	signature	morgan hill resident
Janaha Olyntt	Sandre Cyatt	Trestara Charles .web yes no morgan hill resident
name, degreth	signature A Growth	yes ↓ no email worgan hill resident
Name Droome	signature - M	ichracmea and yes no enail combrgan hill resident
name 1	signature ()	
Koston Carlson	16 ylaton	
New Tumes	signature Aloma	email morgan hill resident
Dan I Inc	signature	email morgan hill resident
David Pettaven	signature	email morgan hill resident yes no
MIKE MURDAY	signature	email morgan hill resident
name	signature	email morgan hill resident

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Colarge Yours	Thank long	Chare 7283@yahoo.com Xyes no
name	signature	email morgan hill resident
Belinch Utel brick	sell. Must	
Whitney Otherton	Northern N. Alberton	email morgan hill resident yes ☐ no
name	signature (1)	email morgan hill resident
DJ. CER UN	2/1/20/1	
name	signature	email morgan hill resident
Shae Collinge	Jul all	<u>ntv_amrcn@yahoo</u> Xyes □no
SAL MELICIA	signature	email morgan hill resident
name,	signature)	email yes no morgan hill resident
VARBIDVANVE	1/1 / 1/10	NO OF ACCION -
name	signature	email yes 4 morgan hill resident
Linda Porown	Lunda Person	Cleotonyannaa Wyes Ino
name	signature	email yahoo morgan till resident
Usa Cura	Allerd	wash saanhex woh yes I no
name Acolo Palabora	signature	email morgan hill resident
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Stephan	9	Stephan-Rocke Charge In 100
name	signature	email morgan hill resident
SARA	Some femile	30/00/esua Danative 79/10
name	signature	email morgan bil resident
Jackie	petil 1/12	JACKIE CARMATORIVED VOOR
B arhava	signature	barbara OXE speaklasy. Types no
<u>Barbara</u>	signature a	barbara (OXCsp cakeasy, yes no morgan hill resident
Ethan	Ethan Cox	
name O	signature / //	email @ CWANTCLOSG morgan hill resident
KICK / TAZZA-ROCK	Perty Chanally	Roumo Marzanega Vyes no
name	signature	email morgan hill resident
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Deiree Runes	signature -	email morgan hill resident
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Sam Cutis	Marke	Sanuel Alley Cutis Types Ino	-
name	signature / /	email morgan hill resident	
Kotie Akhar	Bake AM	KCC/VCX+38003NOTTFOUT Wayes Inc	
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Nicholas Carlson	Mahohow Colom	Neur Son 12 Camail of yes Inc)
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name	signature	email morgan hill residen	
Kia Silva	Lugar	Tazzzno 26 Rycha yes no	
name	signature	email morgan hill residen	
100 van de rickerman	Tarket .	email @ gme.t.cumorgan hill residen	
RON ZUCKER	signature		
name	signature	email yes no	
Marin Perez	M Pa	☑ves ☐ no	
name /	Signature	email morgan hill residen	
Nana Kennolds	Yang Brole	Mancylynn Charter, net Uses Inc	
name 1 1 - B	signature	email morgan hill residen	
Philip braverman	Pring marina	bravermal hotmailyes Inc	
name	signature	email morgan hill residen	
Jerry Denny	fany James	Jerry & SjFm · Cam yes no email morgan hill residen	
name	signature		
LAURA DURICH	Jama Dunca	email Morgan hill residen	
name	signature W.	11	
MATTHEW COMNOLLY	signature	Connollymm Wer Why haves no morgan hill residen	
Lovie Antrade	Mult funderall	[¶yes □ no	
name	signature	email morgan hill residen	
Brooke Bailey	1-1/60	brokealinkline, con yes on	
name Sauty	signature	email morgan hill residen	
Garry BAiley	Lau Rait	Dailey 9a @livelive. Dyes Inc	0
name	signature	email morgan hill residen	
1 stude Michael	Durch Westers	Dyes □ no	0
name	signature	email morgan hill residen	

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Otacy Hrvin	Lacycan		yes no
name	signature	email	morgan hill resident
Kowen Whight	dewen Wilegas		_ Nyes 🔲 no
name	signature	email	morgan hill resident
Kenny Silva	Juy sh		_ \ yes no
name \	signature	email	morgan hill resident
Edvardo Aguilor			_ Xyes 🗌 no
Marine /	signature	email	morgan hill resident
MOSAL YOU I LEVA	1 December		yes no
name	signature	email	morgan hill resident
KOUT MYN KIZGALIAN	- RANGILLA		_ 💢 yes 🗌 no
name	signature	email	morgan hill resident
EU COLLIER	the follow		yes no
name	signature	email	morgan hill resident
Althur Apodaca	_ Cithur Cesonaca		_ 🗶 yes 💆 no
name	signature	email	morgan hill resident
Sam Hoter	Som Helen		_ ∑ yes □ no
name	signature	email	morgan hill resident
Stephen Bard	ANO General		_ ∑ yes □ no
name 17.4.4.1 (1/9)	signature	email	niorgan hill resident
SHARON WELL	1 SparonWelm	SWCLINGMSN,C	yes 🗌 no
name	signature 1/	email //	morgan hill resident
Ed Wehin	bx Welen		🔀 yes 🔲 no
name	signature	email	morgan hill resident
Jose L. Ramirer	Care F. Kamer		yes no
	signature	email	morgan hill resident
Kevin Lanning	Malan		y yes ∏no
name	signature COO	email	morgan hill resident
teta Lallas	Petertallen		∏yes ∑ (no
name	signature	email	morgan hill resident
Aut. MASON	anite more		
name	signature	email	morgan hill resident
Mary Annels Lashburn	Man Clare to la		▼yes ☐ no
name	signargie signargie	email	morgan hill resident
Michalle Lacorder	Mulul Danetia		□yes 🗸 no
name	signature	email	morgan hill resident

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michele	Deacon	Casacileen Dayes [no
name NAC+ALIC	signature	email email email resident
name	Satolle Hammale signature	email morgan hill resident
Mary Thatcher	Mary Hathan	√ ∏iyes ∏ no
name ()	signature	email morgan hill resident
Nicole Lolicero	Micol Alicero	<u>citylythelay 800</u> yes no
name	signature 1	email ' gmail morgan hill resident
Molissa Corral	signature,	mitymidget_2000@ \Qyes no no email yahoo. commorgan hill resident
Lia Friebel Punche		lia. punches@ micrel Syes \ no
name	signature	email com morgan hill resident
Day of Ince	Dull	
napre A	signature	email morgan hill resident
Jan SVW July WW	signature	yes no norgan hill resident
Bamantha Wennevil		Scammy & Pogahrowy Xyes Ino
name	signature	email morgan hill resident
Kimberly Caldwel	Timberly Caldwell	Kimeridwellena yahoo ah
name Thanking whatten	signature (NAMAHTTI)	email morgan hill resident
Deanna Martin	signature	Marth deannamackt mattyes no morgan hill resident
Jane Martin	Jan Martin	mountainmamarn quahoux 985 no
name	signature 0 11	email () morgan hill resident
Paula Scothey Cast		paulastoyectale Tyes no mail resident
name	signature	
Holland Dauterive	signature 2	akhnet el yes on one morgan hill resident
5 teve Kregael	signature	Steventhowhow Tyes Vno
name	signature	email morgan hill resident
STEVE SMITH		MONAHONSMITH CATTINET Wes IN no
name Kava Plan	signature	Kewin Deil Chologi (con Tives Ino
name	signatufe 1/1	email morgan hill resident
Dana Wallace	MINUX	clanucius 36 a hamid &yes no
name	signature	email morgan hill resident

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Will Weaver In	Millacler	4	yes 🗌 no
name ANDIA AMII	Signature Alan Alan I	email	morgan hill resident
parms,	signature (1)	email	yes no morgan_hill resident
Kob HAMMond	150-1		_ yes □ no
har on homes	signature	email -	morgan hill resident
name	signature	email	yesno morgan hill resident
Angelica Perez	Marty Herry	Called	t ⊠ves □ no
name	signature	email	morgan hill resident
Jonathan Baio	foratte Tio		yes 🗌 no
Vicici Medley	Shipature Medley	email	morgan hill resident
name	signature signature	email	yes no morgan hill resident
Llnda Gran	Linda Dran	defendant by a	Tyes Mno
name	signature	email	morgan hill resident
ED WHOLSK!	THE CORCC		yes no
name	signature	email	morgan hill resident
HERB GALINDO	signature	email	_
Lebella Morresa	Kela Dan		_ Ves 🗌 no
name	signature	email	morgan hill resident
My Gutierrez	Jul Ausim		yes no
Nick Onorce	signature	e/hail	morgan hill resident Ves no
name , `	signature	email	morgan hill resident
Kaula Hirman	Laura Jrimor	V	_ Xyes □ no
name O is O a so of	signature	email	norgan hill resident
Kristin Raymak		email	yes no morgan hill resident
name	signature	eman	yes \square no
name	signature	email	morgan hill resident
CarolinFisher	a 8		yes ☐ no
name	signature	email	morgan hill resident
name COLD	signature	email .	yes no morgan hill resident
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name	signature	email Real estate on	morgan hill resident
name 10000	signature	email 1	yes no
VV andu	White Man	Subernagor	morgan hill resident
name	signature	email	morgan hill resident
Chuffen		AJORVIS WINTERO.	<i>Com</i> S yes □ no
name	signature	email	morgan hill resident
name.	signature	email	yes no mòrgan hill resident
aryand VIEZRA	Habard Thus	Richard Vicira De Wells Cons	_
name	signature	email email	morgan hillresident
MANK MANKSON		marangenessed & as	yes Tho
Rogor Malerla	signature	email Roger @ Roger Malcan	morgan hill resident
name	signature	email	morgan hill resident
CATHY HAUSE	Colfens	CATHYHAUSE CHSN.CO	y ∑yes □ no
name	signature	email	morgan hill resident
name Kentito	signature 1	AKKah tenberga	_ ⊠-yes 📋 no
RALPH CHELLIN		Trehelling @intero	morgan hill resident
name concern W/exter,	signature Nand MAPQUIS		yesno ' morgan hill resident
PRESERVE the	" Signature look " o 7	"morgan thill	yes no
name ,	signature	email	morgan hill resident
name	signature	email	yes no morgan hill resident
	3 g i decare	Ciriuii	yes no
name	signature	email	morgan hill resident
			yes 🗌 no
name	signature	email	morgan hill resident
name	signature	email	yes no no morgan hill resident
	g	un	yes no
name	signature	email	morgan hill resident

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name SEBACIO	signature	email yes no morgan hill resident
Willin A. Poul, S	Signature + A Paul (
name	signature	email morgan hill resident
Jon Brozene	Thomas A Surfine	
name	signature	email morgan hill resident
Sandy CLARIC	Dandy Clock	ves 🔲 no
name /	signature (email morgan hill resident
name	signature	email worgan hill resident
Gloria M.	DI Jan L. M.	Na □ no
name	signature	email RATICE WATER Tho
Tatrock Standit	or Hally MVV	
name	signature	email morgan hill resident
MARINA B. HEELLano	/ HX hell-	yes no
Allison khibashi	signature	email morgan hill resident
name	signature Signature	email worgan hill resident
Christne Van Dar Bulko	Chrony Man De Bulk	avfamily l@asl.com Des [no
name	signature	email morgan hill resident
Natalie Ketalions	ruas (natale ustine yes no
name VIII RA	signature	email Jmail morgan hill resident
	signature.	
CA the Man	And American	email morgan hill resident
name RT 1/05C	signature	email words yahrong yes no morgan hill resident
Gary Hirose	Han Huse	
namawayne w. William	signature	email morgan hill resident
Mayne W. Wills	Wane Willer	
name Orda Kaldor	signature	email mórgån hill resident
name 1	signature	email yes no morganhill resident
Joe Change	Signature	Chroch -
name,	signature	email yes no morgan hill resident
Linda Cunninchen	- Jan Si-	Soften 4/egs egmailicum yes Xino
name	signature	email morgan hill resident
No.		

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Diane L. Sedlar		Cagurlz 1230 Charter net	▼yes □ no
name	signature		morgan hill resident
Christine F. Johnson			□yes 🖫 no
name un li	Signature	email Make maken &	morgan hill resident
name Tylerday	signature		morgan hill resident
Sylvia Myrvold	Sylva Nyused	outaboutegarlic.com	yes no
name	signature	L 1	morgan hill resident
TAUL MYRVOLD	signature // //	MYRVOLD @ CARLIC.C	ø yës □ no morgan hill resident
DADBEH ROMABAKHSH	Signature / Mall _	DADBEHK WYAHODE	-
pane 11	signature	(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	morgan hill resident
PAMUA HUUMS	Hamle lan		yes 🔲 no
name Homeral	signatuje	Λ ΛΛΛ - b - a	morgan hill resident
name	signature v		1 yes _ no morgan hill resident
Lunda Hill	La Hul		yes □ no
name	signature		norgan hill resident
Manue Jandaral	Trame Strong	!!	yes 🔲 no
EUGENE B. DAVIS	Eugene 13. Paris	email	morgan hill resident Ves □ no
name	signature	email	yes _ no morgan hill resident
Azadoh Ghiasvand	tradle >	Azadcha Pyahoo co	yes □ no
name	signature		morgan hill resident
Diane Kirkpatrick	Allome Kirkpattee		morgan hill resident
JIM KIRKBATIZICK	Dei title	JPK95037 & YNHOO, COM	
name	elgnature /		morgan hill resident
LYNN LIEBSCHVIZ	La-lisette	3750 RID GEVIEW CA	yes 🔲 no
MA da. To	signature	t	morgan hill resident
name O ()	signature	170 1 100000000000000000000000000000000	yes no morgan hill resident
Solia Delandillo			□yes 🔽 no
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name UM I	signature	email	yes no morgan hill resident
norms (V V	agnature []	CITION	morgan min resident

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	1. 1 11	ω		
	Leigh Alvarado			∑yes ☐ no
	Le i Jan Atria I	signature	email	mòrgan hill resident
	name /	sigregture	email	_ ✓ yes ☐ no morgan hill resident
	LUIN PONCE	MILA Vocasol		
	name	signature	email	morgan hill resident
	CLANDIA PONCE	Claudea once		汉 yes □ no
	name	signature	email	morgan hill resident
	Mille Mitter	Mand Sart		j⊈yes □ no
ĺ	Frui Partie	signatule	email	morgan hill resident
`	name Petto	signature	perrine garlic.com	டி X yes
	Heren Catalano	I have	eriai	no Dan Land
	name	signatyle	email	morgan hill resident
	Oharyn Wentner	lles betrer	Strenther 214 c as l. CM	∏yes ∏no
	name	signatule	email	morgan hill resident
	Roberta Jones	- Jym		_ 🗌 yes 🕅 no
	name	signature	email	morgan hill resident
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	1	signature	eman	-
	Lindsay Wilder	signature	email	yes no morgan bill resident
	Rosario Morales	mole		∏yes ☐ no
	name	signature	email	morgan hill resident
	CORPBIE MORALES	CARON W		_ ☑yes 🔲 no
_	name	Signature	email	morgan hill resident
	buyhicook	July V	matter at 1911 and le	yes □ no
	dida P. Marschke	signature	email earthlink.net lidamarschker	morgan hill resident
	name	signature	email SONKE (10)	morgan hill resident
	Mark C. Mason;	Male Mon	mark, mosoni@mh.kk	
	name	signature	email	morgan hill resident
	Lisa Masoni	Jisa Masoni		_ ☑yes ☐ no
	name	signature	email	morgan hill resident
	MARK MERY	MIJAMIN). MYWY		yes 🔲 no
	name /	signature	email	morgan hill resident

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SUSAN HARWAGER	1 Ms Hawage	SUSANH 412@ HOTMA	_ ⊈yes □ no
VICTORIA HARWAGER	~ \(\lambda \lambda \l		•
VICTORIA HARWAGER	signature A	vharwager@yaha	yes no morgan hill resident
Jeanifer Dudley	(Man	gojendudley Dogman	
name	signature	email	morgan hill resident
Ed Summ	TOWN THE	ove @ Charper.ne	∦ [⊠yes □ no
Christine Sunna	Signature Line Cliny	email 2 Christusplace	wes □ no morgan hill resident ve. com □ □ ves □ no morgan hill resident
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name	signature		morgan hill resident
Kan Mento	Ean Mario	·	yes 🔲 no
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Viance Navas	Eauce Navas	Mayypanto ne Yahe	© yes no
name() /	signature /	email	morgan hill resident
& mee fires	Alma Aviles		∑ves □ no
name All as	signature	email	morgan hill resident
TTAME (COO	signature	email	yes no no morgan hill resident
Veni aller	Vilia Mlh		∏yes 🎀 no
name	signature Company	email	morgan hill resident
Abohel Nin	Hodel (R.		∑yes ☐ no
name Sinai H	signature	email	morgan hill resident
Janeer Smith	signature)	email	yes no no norgan hill resident
Sharing Smith	Shanne Smit	aa.	yes \square no
name	signature	email	morgan hill resident
Doretha Smith	Dozotha Smith	· · ·	_ Xyes □ no
name	signature ()	email	morgan hill resident
name Ding(Van)	Ignature Ignature	email	
William Dingivan	William K. Den	17	tyes □ no
name Tring Tours	signature	email	morgan hill resident

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Hamal Weard	Panon Megan	Pande Duoro. 1-	_ ∏ yes □ no
name	signature	email	morgan hill resident
Liane I Cambre	Scano 1 Candra	<u></u>	_
name	signature	email	morgan hill resident
loila Hinman	Della Henna		yes □ no
name	signature	email	morgan hill resident
SUSAN TURNER	June Main	Sturner@vallanaper	<i>or</i> yes □ no
LORI Westley	signature (1) Ollo	email Charles and	morgan hill resident
name	signature	email	morgan hill resident
Douglas Inholor	Agendon Wall	Waller of 15 Duch	
name	signature	email	か。
MARK TURNER	signature In men	MARK Q SVCCGILROY email	
Martina Tobias	Marling arbias		¹⊠yes □ no
name	signature	email	morgan hill resident
Rustrolusto	Same	BUSTY LUTZE	Tyes \ no
name	signature	email	morgan hill resident
Ruby B. Andow	Muley Backer	Nove	yes no
name	signature 0	email	morgan hill resident
Den wallong			_ 🗌 yes 🗽 no
name	signature	email	morgan hill resident
- alle Marione			_
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name Standari	May		_ 🗌 yes 💢 no
	Signature	email	morgan hill resident
name Olkson			_ 🗌 yes 💹 no
H. a. (1.) A. 1.	signature	email	morgan hill resident
name Ala a To			yes no
Pamela Sizero	signature	email COM	morgan hill resident
THE CHOCKET X	Signature A	susie gogarlic.	_ ☑yes ☐ no
Shirley Train	signature	email	morgan hill resident
name / /	signature	11202 36000 COM	yes f no
Carlow Dunch) /	email	morgan hill resident
name My Music	Cyllin a KUTVNO signature	amail	yes 🗌 no
mante v	signature .	email	morgan hill resident

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name	signature	email	
name	signature	email	yes no morgan hill resident
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name	signature	email	jyes no morgan hill resident
name	signature	email	yes no morgan hill resident
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JOAN Las	- Louis	ibleisasbeglobal, net	
name	signature	<u>jbleisasbeglobali net</u> email	morgan hill resident
<u>Courtney</u> Sedlak		hillClimber@charken	yes 🗌 no
name	signature	email	morgan hill resident
DAVID C HALVONSO		NOUF	_ □yes 🔁 no
Lander Shappart	signature VI N N N N N N N N N N N N N N N N N N	email ————	morgan hill resident
name STURIOUS	signature	email	¥yes ☐ no
Frily She most	(Carlo) Show	J).	morgan hill resident
name	signature	email	yes no morgan hill resident
Joe Steinwedell	Jac Sulel A		□yes 🔽 no
name	signature	email	morgan hill resident
Scott Sherraft	_ tot / wolf	Sisherratt@yaho.com	⊠ yes □ no
name	signature	email /	morgan hill resident
Nurvey Shellatt	Mannerell	Mancela Sherration	
John CASTRO	signature De Cantain	email	morgan hill resident
name	signature	big BAC John 1935(A)	
Mlaria Cant	Office C	eriali (govie, com)	morgan hill resident
name	signature	email	yes no no morgan hill resident
The Centre	Steven J. CASIDO	•	yes □ no
name /	signature	email	morgan hill resident
		. <u> </u>	∏yes ∏no
name	signature	email	morgan hill resident
nama			□yes □ no
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	Signature	email	morgan hill resident
name	signature	email	yes no morgan hill resident
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name	signature	email	yes no morgan hill resident
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name	signature	email	morgan hill resident



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Ralph Marque	2 Kalphymagu	1311Thalst	ilvoy _ □yes ☑ no
Deborah Suzuk	Signature Deborah Teel Fred	Jemail Mi clepson Swerk	morgan hilf resident
WANDA SNYDER	signature 11 Andre Annu la	email	morgan hill resident
name	signature of suggestion	email	ves no morgan hill resident
name ISush	signature	email employees of	g □ yes □ no morgan hill resident
Sheila D. Hill	Sheila O. Wel		_ ⊠yes □ no
Sim Hill	signature Win	email	morgan hill resident yes 🔲 no
IAN WEBS-HARDING	signature	email	morgan hill resident
name	signature	WATERKNOB @ PMHOD.CC	morgan hill resident
LUPE TRUMBUN	signature Seems at	email	yes no
LFONARO TRUMBUS	Jul Infol		SAN MANN
Todd Howard	signature	email SAN HOLDAOL, COM	morgan hill resident
Thurst out Knight	signature Davage	email SYAND AND COM	morgan hill resident
name	gignature	email	yes no morgan hill resident
name	signature	email	_
name	signature	email	yes no
name		<u> </u>	yes 🗌 no
Tialle	signature	email	morgan hill resident yes no
name	signature	email	morgan hill resident
name	signature	email	yes no no morgan hill resident
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name	signature		yes morgan hill resident
Chris Harak	11-14	<u> 1</u>]yes 🖳 no
name	signature /		rgan hill resident
Jagsit Sing L	13C	i>	yes 🗆 no
rame Edwin Singa	signature	email nor	rgan hill residerit
Edwin Jing 5]yes 🔲 no
himmre Puller	signature	<u> </u>	rgan hill resident
name	signature		Jyes ☐ no
Robbi Parall	signature /		gan hill resident yes no
name	signature		gan hill resident
Jenniter Myers	Semiter may		yes 🗌 no
pame 1 0/3/15 1	signatule		gan hill resident
Landace William	JAMM / JAM	<u> </u>	yes 🔲 no
name	signature		gan hill resident
Jet Bell	A MARCON TO THE PARTY OF THE PA	Jeff Bell & QyANOU [yes Ino
name	stohaetire		gan hill resident
name	signature	7-	Jves □ no gan hill resident
Mital S Aloone	1	·	yes no
name / / /	signature		gan hill resident
Chul // Next			_]yes ∏ no
name AAA COOO	signature		gan hill resident
1111/1 240/24	MANU	<u> </u>	yes 🔲 no
frame	ghature	email more	gan hill resident
Jan July		TONWOOSE YELD CONT	}√es □ no
The said seed of	signature.	email (more	gan hill resident
narne (C)	silgnature 7]yes 🔲 no
Kim. C. Tams	Em C Parws	email more	gan hill resident
name	signatyre	email more	yes no no gan hill resident
Donald W. Kesk	Durolla Nach		Jyes Mao
name	signature	email morg	gan hill resident
CINDY KECK	Cinda Slek]yes 🔯 no
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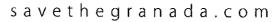
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Nancy Murphy	my	Sunnancocol.com	r∟yes ☑ no
name	signature)	email	morgan hill resident
Eva Platten	CANALAND I	plater @ Mothan. com	_ □ yes √ no
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Dreanna Steele	Boara Steel	Steekbreama (a)	yes Ino
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Cody Creighton		QQ - C	
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Darlens Corrie	h Joseph & A		
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Sarah Wood	Saul 12	Tire_Stream@notman	yes 🕅 no
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Lina Velasajez	Living Villian	Lingues 960 land	morgan hill resident
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Margie Ruiz	grature	endail Cd/4 morgan hill resident
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Josep Ren		
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Howard Earnes	Herantana	
Melissa Murphy	signature	howickarnes@yahos.com yes no email morgan hill resident
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Christma Benjamin	Muita	
name	signature Source	Chopkins@ad.lowples no email morgan hill resident
Mary Williams	Marenthe	Vyes \square no
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The undersigned wished to express their desire to see the Granada Theater renovated and reopened as a multi-purpose performing arts center. We do not want to see it torn down and replaced with a mixed/use residential building and a parking structure. \$ 499. RSS signature morgan hill resident ⊠yes □ no signaturg email morgan hill resident Øyes ☐ no name signature email morgan hill resident name ☑yes ☐ no email morgan hill resident aner 🛛 yes 🗌 no name email morgan hill resident ∕name 🐼 yes 🔲 no signature email morgan hill resident name √yes no signatuje email morgan hill resident E-TANCHICO ⊡yes □ no name signature email morgan hill resident 4 yes no signature morgan hill resident ☐yes ☐ no signature morgan hill resident ☑yes ☐ no signature email morgan hill resident **丛yes** □ no signature email morgan hill resident signature email morgan hill resident email morgan hill resident ⊠ryes 🗌 no signature rnorgan hill resident Czon/elado yes Pno signature morgan hill resident MOKLER Alva Dyes Dino signature signature email morgan hill resident

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